



COMPANY PRESENTATION

AUGUST 2016

TAKUNI 

AGENDA

Company Overview

Business Unit Review

Financial Performance

Outlook

AGENDA

Company Overview

Business Unit Review

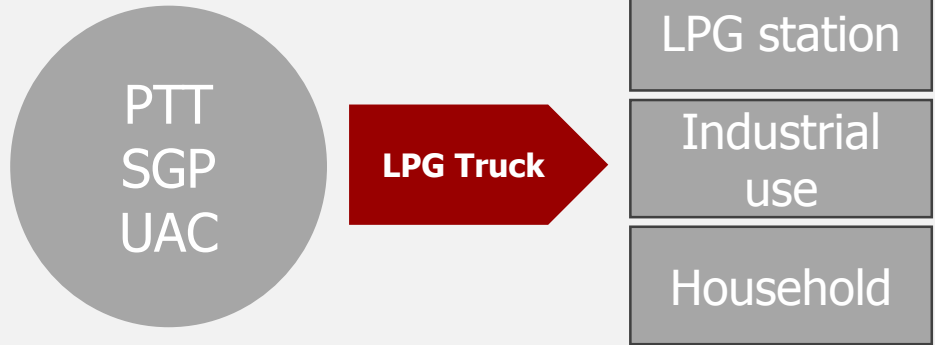
Financial Performance

Outlook

Company Overview

LPG Trading

Trading Process



The company purchases LPG from PTT, SGP, and refineries to sell LPG under trademark of "Champion Gas" to LPG stations, manufacturers, and filling plant.

Distribution point

PATHUM Depot
400 Tons



Just open in 2016
Expected Sales 250 Mil Baht/year

PICHIT Depot
1000 Tons



Legal stock reserve 500 tons
Average Sales 210Mil Baht/year

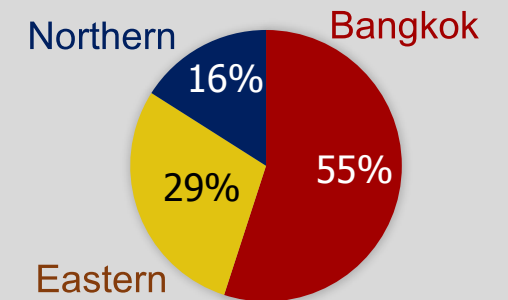
3%

Market share in automotive

96%

LPG Station customer

LPG TRADING BY AREA



Company Overview

Transportation

LPG Transportation



8

Six-wheel Trucks

14

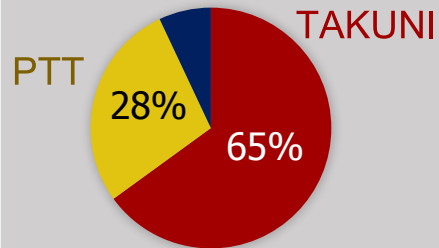
Ten-wheel Trucks

11

Semi-trailer Trucks

Providing LPG transportation by truck domestically and internationally (Myanmar, Laos, Cambodia, and Malaysia) with international safety standard.

REVENUE BY CUSTOMER



Ammonia and others

We are expanding our client base into other sectors.

- **Transporting Ammonia for PTT**
– 1 Ammonia Truck.
- **Transporting structural fabricated component** from our fabrication shop to construction site
– 2 Semi Trailer Trucks

Company Overview

Construction and Shop Fabrication

Oil and Gas Sector

Construction



Experiences

- ThaiOil TLAB / 113Mil.Baht
- PTT LNG Terminal Expansion / 83.9Mil.Baht
- PTT Asahi ASR / 18.6Mil.Baht
- IRPC PPE / 85Mil.Baht
- Samsung TSE ATV / 90Mil.Baht

Office and workshop
172,000sq.m.

145 Staffs

Max. Capacity of
3000 workers



Shop Fabrication and Erection



Rayong Fabrication shop
30,000 sq.m.

Experiences

- WP LPG Terminal / 137Mil.Baht
- ThaiOil TLAB / 144.8Mil.Baht
- PTT LNG Terminal Expansion / 291.4Mil.Baht
- PLE Building Facade/ 21.6Mil.Baht

Cool Condominium



Our first construction project in property sector with project value of 178Mil.Baht.

18 Staffs

Max. Mob. Capacity of
250 workers

Company Overview

Testing and inspection

Non-Destructive testing



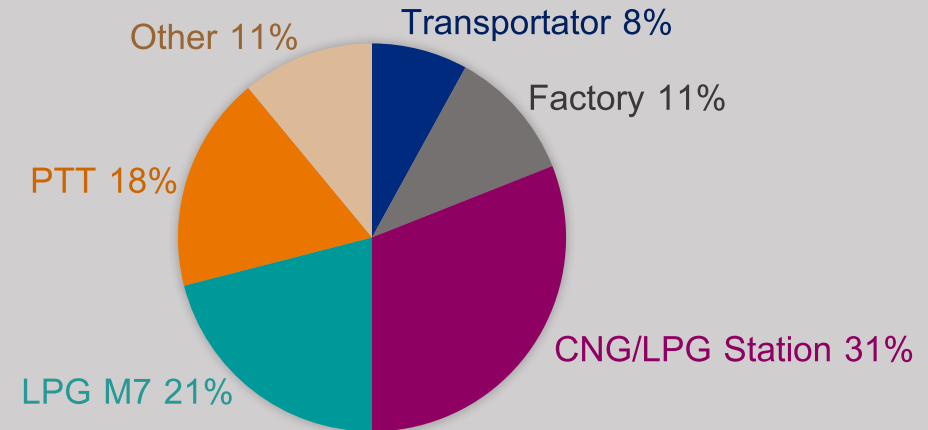
Providing safety inspection by non-destructive testing techniques under international instruction by qualified supervisors.

Customers

Most of our customers are using LPG and CNG in which they are subjected to the regulations and must be certified annually.



TYPE OF CUSTOMER



Company Overview

Integrated Services

Our Businesses, as mentioned, has provided an **One Stop Service** for our LPG related customer as well as **differentiate** us from others.

For example, LPG Station customer,

- 1) Providing engineering and construction service including process all permission needed.
- 2) Supplying LPG including transport LPG to customer station.
- 3) Providing safety inspection complied with all regulations.



AGENDA

Company Overview

Business Unit Review

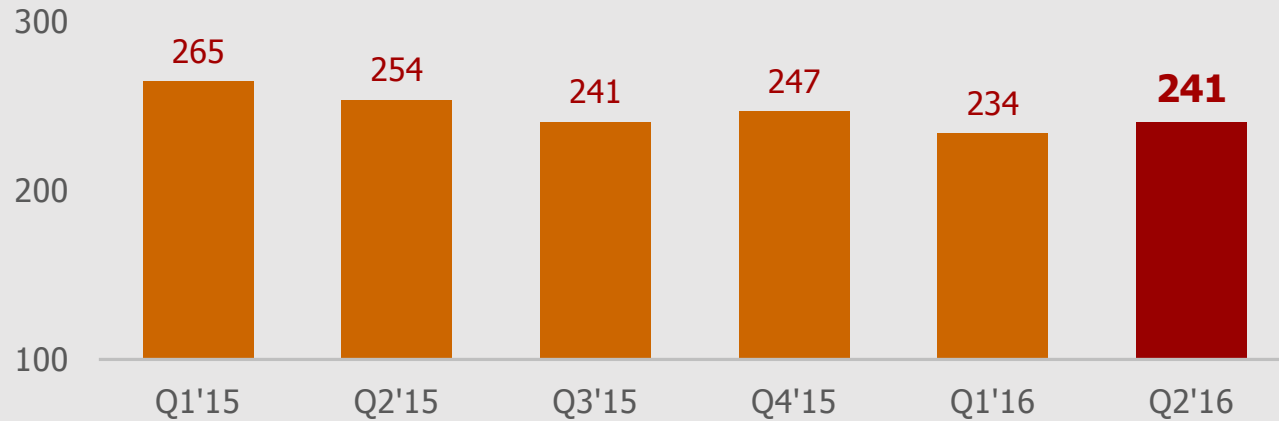
Financial Performance

Outlook

Business Unit Review

LPG Trading

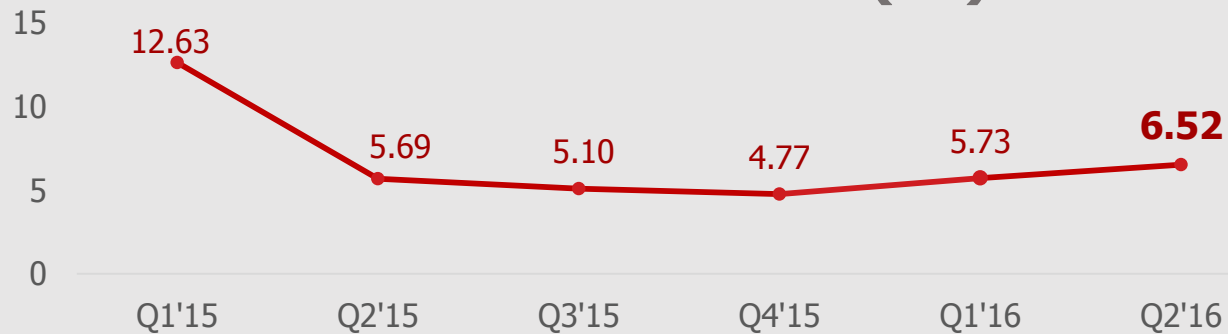
Revenue (MB)



Revenue

- Y-o-Y (-5.12%): Increase in LPG volume (14.27%) ,but Decrease in LPG selling price (16.94%) due to the board of National Energy Policy and LPG price war
- Q-o-Q (+2.99%): Increase in LPG volume (7.23%) ,but Decrease in LPG selling price (3.81%) due to the board of National Energy Policy and LPG price war

Gross Profit (%)



Gross Profit

- Slightly increase Gross Profit from previous quarter because throughput cost was decreased since February 2016
- In February 2015, the government's LPG floating policy make one time gain on inventory 5.55% of LPG trading income

Business Unit Review

Construction and Shop Fabrication

Civil Construction in Property Sector



Project

Cool Condominium /
178Mil Baht / Progress
14%

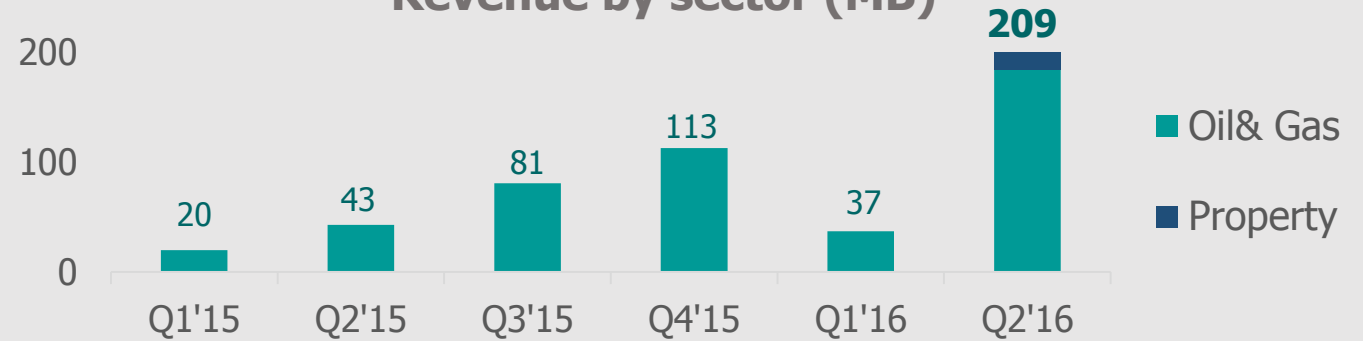
Civil Construction and Shop Fabrication in Gas and Oil sector



Project

PTT MCS / 450Mil.Baht / Progress
12.3%
IRPC PPE / 83.44Mil.Baht /
Progress 40.2%
PTTLNG STR Installation /
98.93Mil.Baht / Progress 85.3%

Revenue by sector (MB)



Revenue

Y-o-Y (+375%) and Q-o-Q (+464%) : Sharply increase from changing the status of investment from associated to be subsidiary

Gross Profit

Decrease in Gross Profit from 18% to 12% due to margin for civil construction and shop fabrication in Gas and Oil sector less than in property sector

Backlog

Property Sector

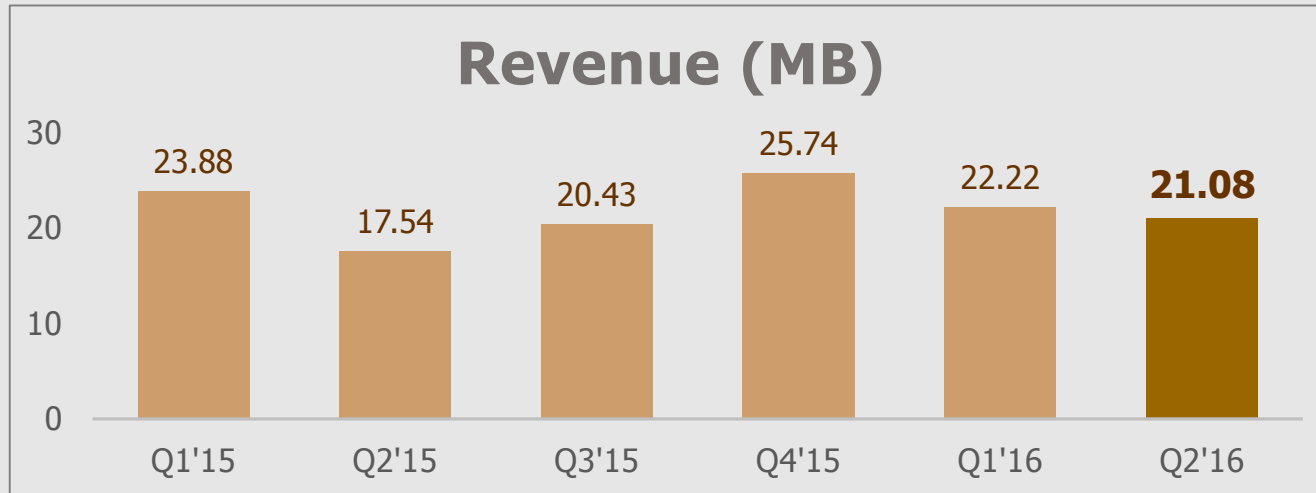
156 Mil.Baht

Gas and Oil sector

407 Mil.Baht

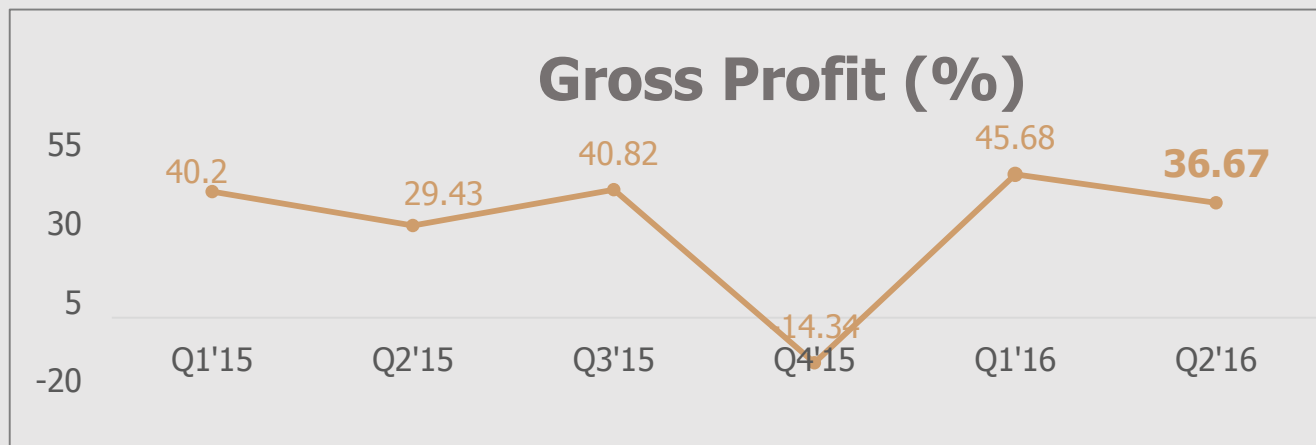
Business Unit Review

Other Business Units



Revenue

- Y-o-Y (+20.18%): Increase in inspection service income as number of service increased compare to the same period of 2015
- Q-o-Q (-0.05%): Slightly decrease both in transportation service income and inspection service income



Gross Profit

- Decreased Gross Profit from previous quarter because fixed service cost in inspection business
- In December 2015, record allowance for net realizable value of inventories for vehicle conversion kits amounting of 17.16 Mil Baht or 66.67% of total revenue for other business units

AGENDA

Company Overview

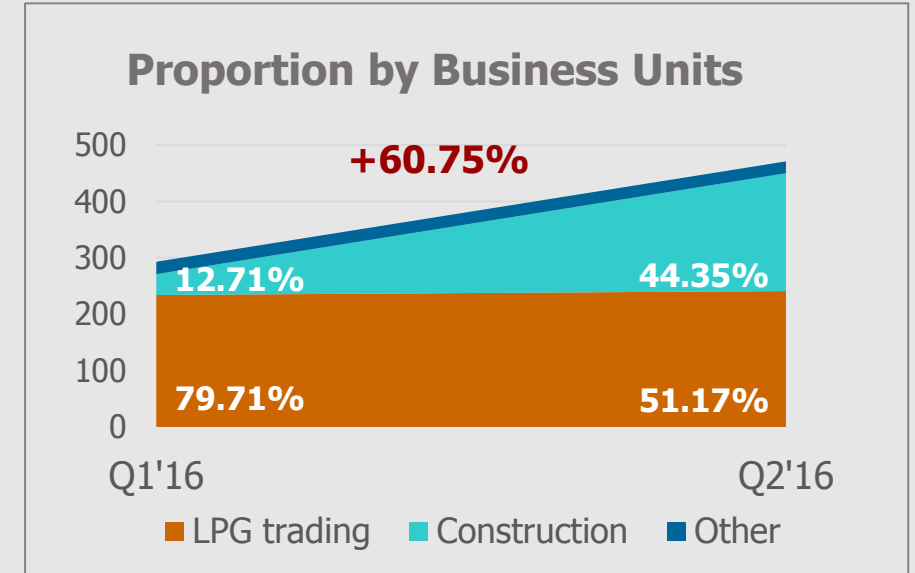
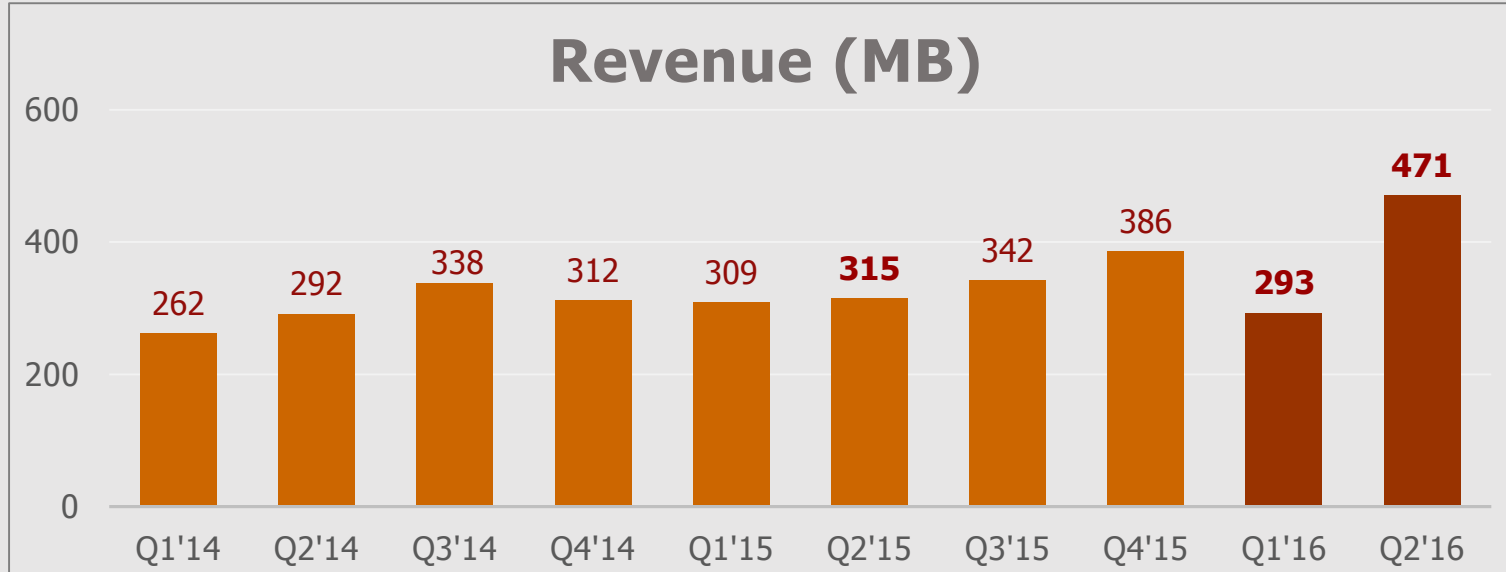
Business Unit Review

Financial Performance

Outlook

Financial Performance

Consolidated Revenue

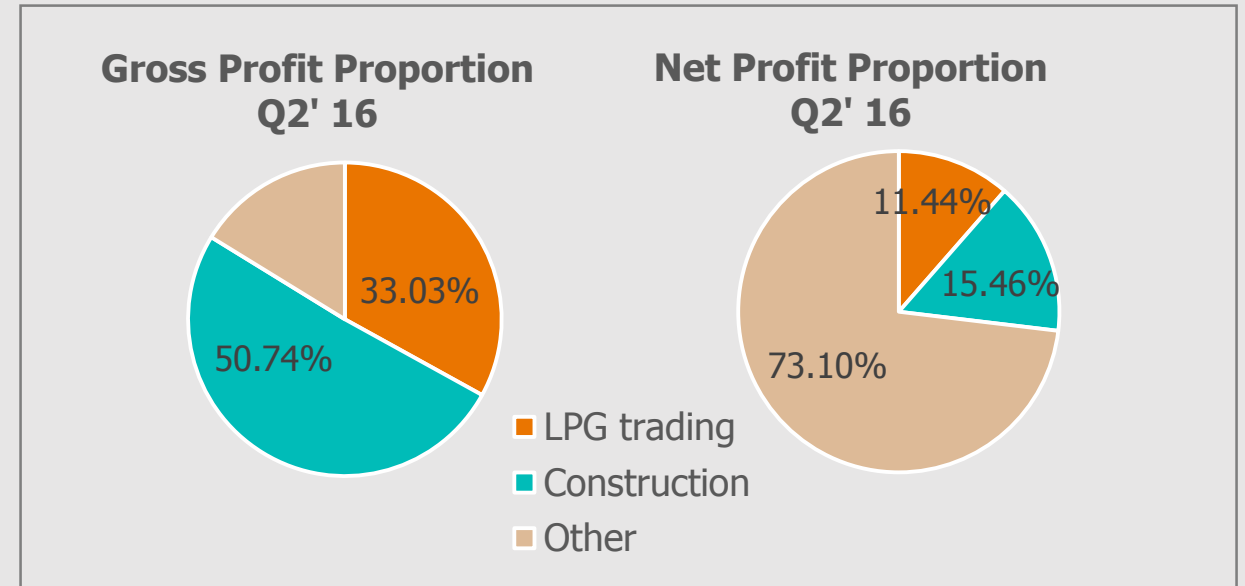


Consolidated revenue significantly increase (+60.75% for Q-o-Q) because of the business combination of civil construction and shop fabrication in Gas and Oil sector (CAZ Thailand Co. ,Ltd.) since 7 April 2016.

Financial Performance

Consolidated Profit

	Q1'16	Q2'16
Gross Profit Margin	10.44%	10.11%
Net Profit Margin	0.32%	3.97%



Gross Profit

- Gross Profit increase (by 72% for Y-o-Y and 56% for Q-o-Q) because of the increase in proportion of construction service income, which has higher margin than LPG trading business

Net Profit

- Net Profit increase (by 154% for Y-o-Y and 1910% for Q-o-Q) because net gain from sell of investment in associated company, renewable energy business, amounting of 11.75 Mil Baht.

Financial Performance

Financial Position

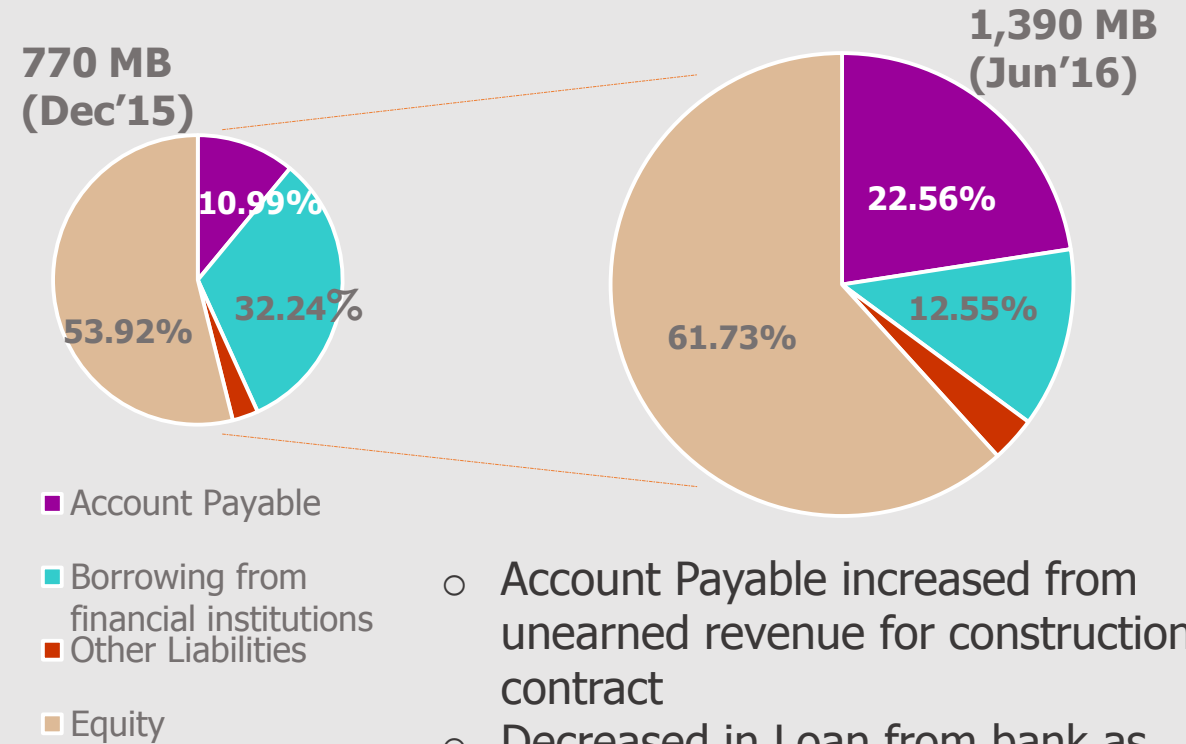
Assets

	Dec 2015	Jun 2016
Total Asset	770 MB	1,390 MB
Net Asset	415 MB	858 MB
Total Cash	130 MB	307 MB
Net Cash*	90 MB	235 MB

* Total Cash less pledged and restricted bank deposits

- Increase in Net Asset due to capital paid up (Right Offering) in Jan'16
- Cash increased from capital paid up will be used for new investment
- Sharply increase in Total Asset due to consolidated unbilled receivable from civil construction and shop fabrication in Gas and Oil sector

Liabilities and Equity



D/E Ratio : 0.62

Interest Bearing debt: 0.10

- Account Payable increased from unearned revenue for construction contract
- Decreased in Loan from bank as repayment from cash received from paid up capital

Financial Performance

Financial Highlight

Dividend Payment	FY2014	FY2015
Total Dividend	24.00 MB	26.16 MB
Dividend per Share	0.060 THB	0.033 THB
Number of Share	400 Mil	800 Mil

Dividend Policy: Not less than 40% of net profit according to the Company's consolidated financial statements; however, subject to the necessity of working capital use for business expansion.

AGENDA

Company Overview

Business Unit Review

Financial Performance

Outlook

Q & A